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REALTOR®

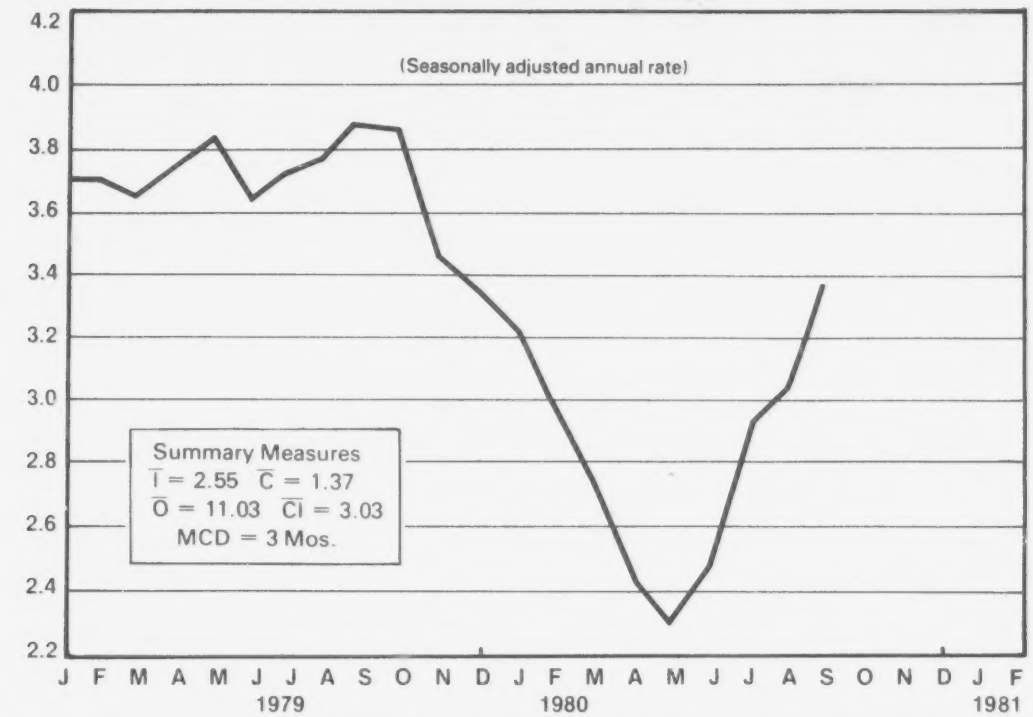
MONTHLY REPORT

# existing home sales

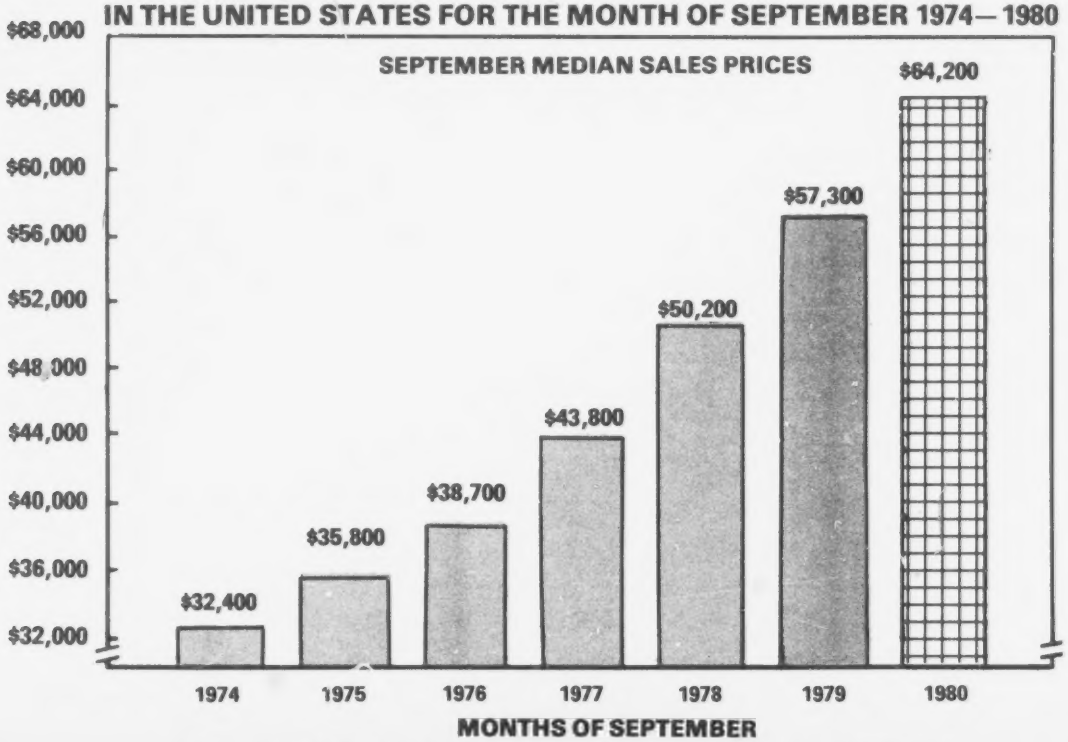
NATIONAL ASSOCIATION OF REALTORS ■ ECONOMICS AND RESEARCH DIVISION

October 1980

## EXISTING SINGLE-FAMILY HOME SALES FOR THE UNITED STATES




## MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES IN THE UNITED STATES FOR THE MONTH OF SEPTEMBER 1974—1980

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# SURVEY DESCRIPTION

**Publication**

1. "Existing Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®. Annual and historic statistics dating back to the inception of the series in 1966 are published each year in the "Existing Home Sales Annual Report."

**Coverage**

2. Each month the REALTORS® Economics and Research Division receives data on existing single-family home sales from over 140 Boards of REALTORS®. Participating Boards report the number of single-family sales which occurred during the month, sales prices, and number of bedrooms in the units. In 1979 data on over 600,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

**Regions**

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

| NORTHEAST | NORTH CENTRAL |
|---|---|
| Connecticut | Illinois |
| Maine | Indiana |
| Massachusetts | Iowa |
| New Hampshire | Kansas |
| New Jersey | Michigan |
| New York | Minnesota |
| Pennsylvania | Missouri |
| Rhode Island | Nebraska |
| Vermont | North Dakota |
| | Ohio |
| SOUTH | South Dakota |
| Alabama | Wisconsin |
| Arkansas | |
| Delaware | |
| Dist. of Columbia | WEST |
| Florida | Alaska |
| Georgia | Arizona |
| Kentucky | California |
| Louisiana | Colorado |
| Maryland | Hawaii |
| Mississippi | Idaho |
| North Carolina | Montana |
| Oklahoma | Nevada |
| South Carolina | New Mexico |
| Tennessee | Oregon |
| Texas | Utah |
| Virginia | Washington |
| W. Virginia | Wyoming |

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1979 to reflect changes reported in the 1977 Annual Housing Survey. Weights assigned each region are:

| | | | |
|---|---|---|---|
| Northeast | .14 | South | .32 |
| North Central | .30 | West | .24 |

**Sales Volume**

6. Estimated total sales volume for each region is computed by using a constant factor to blow up the reported sales of participating REALTOR® Boards. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the 1973 and 1974 Annual Housing Survey tapes.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

**Sales Price**

9. Average (mean) and median sales prices are computed for the U.S. and each region of the country. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

10. Movements in sales prices should not be interpreted as measuring changes in the cost of a *standard* home. Prices are influenced by changes in cost *and* changes in the characteristics and size of homes actually sold.

11. Due to the increasing relative importance of homes selling for $90,000 and over in recent years, additional price classes were created in April 1978 to provide more detail on the distribution of higher priced homes.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are *not seasonally adjusted*.

**Seasonal Adjustment**

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation — the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. New seasonal adjusters are constructed at the conclusion of each year. Past data are revised using these new seasonal factors and are published in the "Existing Home Sales Annual Report."

(March 1980)

Annual subscription price for 12 monthly issues and the "Existing Home Sales Annual Report" is $24 to members of the NATIONAL ASSOCIATION OF REALTORS® and $36 to nonmembers.

Questions concerning this report should be directed to the NATIONAL ASSOCIATION OF REALTORS®, Economics and Research Division, 925 15th Street, N.W., Washington, D.C. 20005 (202) 223-6270.

Ralph W. Pritchard, *President*

Dr. Jack Carlson, *Executive Vice President*
Kenneth J. Kerin, *Vice President*
Halvor M. Juul, *Director*
Frank J. Katusak, *Director*

# existing home sales

**Sales Volume in September**

Resale activity continued to increase during the month of September despite the run-up in mortgage interest rates. Nationwide there were 3,380,000 existing single-family homes sold in September on a seasonally adjusted annual rate basis. This marks a gain of 11.6 percent over the August level and is the fourth consecutive monthly advance in sales activity since the resale market hit bottom in May.

**EXISTING SINGLE-FAMILY HOME SALES FOR THE UNITED STATES (Seasonally Adjusted Annual Rates)**

| | | United States | Percent Change Month Ago |
|---|---|---|---|
| 1980: | Apr | 2,420,000 | —12.0 |
| | May | 2,310,000 | — 4.5 |
| | Jun | 2,480,000 | 7.4 |
| | Jul | 2,920,000 | 17.7 |
| | Aug | 3,030,000 | 3.8 |
| | Sep | 3,380,000 | 11.6 |

The sales gains during September were widespread. All of the regions of the country experienced increases in activity over their August levels and sales are now considerably above their midyear lows.

**Sales Price in September**

Home prices took their normal seasonal drop in September as the median price of an existing home declined by $700 to $64,200 nationwide. However, prices of resale properties during the month were still 12 percent greater than in September of last year.

Three out of the four regions of the country experienced rapid double-digit increases in selling prices over the past 12 months. The median price of a resale property in the Northeast rose by 16.6 percent over the last 12 months while typical prices in the West advanced by 14.2 percent. The South followed closely with a 13.9 percent rise since last September while the North Central region had the lowest yearly increase of 9.7 percent.

**SEPTEMBER MEDIAN PRICES**

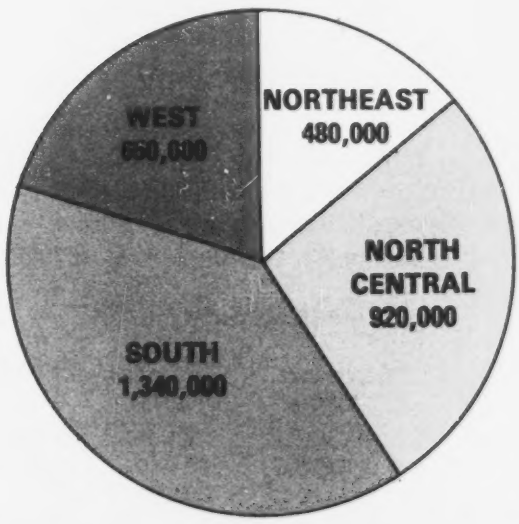
| | September 1980 | September 1979 | % Change |
|---|---|---|---|
| United States | $64,200 | $57,300 | 12.0 |
| Northeast | $64,600 | $55,400 | 16.6 |
| North Central | $53,400 | $48,700 | 9.7 |
| South | $60,600 | $53,200 | 13.9 |
| West | $91,600 | $80,200 | 14.2 |

## EXISTING SINGLE-FAMILY HOME SALES FOR THE UNITED STATES AND EACH REGION

| Year | United States | Northeast | North Central | South | West |
|---|---|---|---|---|---|
| 1968 | 1,569,000 | 243,000 | 490,000 | 529,000 | 308,000 |
| 1969 | 1,594,000 | 240,000 | 508,000 | 538,000 | 308,000 |
| 1970 | 1,612,000 | 251,000 | 501,000 | 568,000 | 292,000 |
| 1971 | 2,018,000 | 311,000 | 583,000 | 735,000 | 389,000 |
| 1972 | 2,252,000 | 361,000 | 630,000 | 788,000 | 473,000 |
| 1973 | 2,334,000 | 367,000 | 674,000 | 847,000 | 446,000 |
| 1974 | 2,272,000 | 354,000 | 645,000 | 839,000 | 434,000 |
| 1975 | 2,452,000 | 377,000 | 685,000 | 899,000 | 491,000 |
| 1976 | 3,002,000 | 458,000 | 843,000 | 1,110,000 | 591,000 |
| 1977 | 3,547,000 | 480,000 | 1,110,000 | 1,254,000 | 703,000 |
| 1978 | 3,863,000 | 494,000 | 1,132,000 | 1,495,000 | 741,000 |
| 1979 | 3,701,000 | 504,000 | 1,050,000 | 1,427,000 | 720,000 |

Components may not agree with totals due to rounding.

## REGIONAL UNIT VOLUME
### SEPTEMBER




**UNITED STATES—3,380,000**

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# EXISTING SINGLE-FAMILY HOME SALES FOR THE UNITED STATES AND EACH REGION

| | | Seasonally Adjusted Annual Rates | | | | |
|---|---|---|---|---|---|---|
| | | United States | Northeast | North Central | South | West |
| **1979** | Apr | 3,740,000 | 520,000 | 1,030,000 | 1,460,000 | 730,000 |
| | May | 3,830,000 | 490,000 | 1,090,000 | 1,480,000 | 760,000 |
| | Jun | 3,620,000 | 480,000 | 1,060,000 | 1,380,000 | 700,000 |
| | Jul | 3,750,000 | 490,000 | 1,110,000 | 1,420,000 | 720,000 |
| | Aug | 3,790,000 | 490,000 | 1,070,000 | 1,460,000 | 770,000 |
| | Sep | 3,900,000 | 540,000 | 1,030,000 | 1,530,000 | 810,000 |
| | Oct | 3,870,000 | 530,000 | 1,110,000 | 1,450,000 | 780,000 |
| | Nov | 3,450,000 | 520,000 | 950,000 | 1,380,000 | 590,000 |
| | Dec | 3,350,000 | 460,000 | 940,000 | 1,310,000 | 640,000 |
| **1980** | Jan | 3,210,000 | 460,000 | 880,000 | 1,300,000 | 560,000 |
| | Feb | 2,990,000 | 370,000 | 810,000 | 1,250,000 | 570,000 |
| | Mar | 2,750,000 | 360,000 | 780,000 | 1,100,000 | 510,000 |
| | Apr | 2,420,000 | 340,000 | 660,000 | 1,010,000 | 410,000 |
| | May | 2,310,000 | 290,000 | 620,000 | 940,000 | 470,000 |
| | Jun | 2,480,000 | 290,000 | 700,000 | 990,000 | 500,000 |
| | Jul | 2,920,000 | 350,000 | 810,000 | 1,170,000 | 580,000 |
| | Aug | 3,030,000 | 390,000 | 870,000 | 1,170,000 | 610,000 |
| | Sep | 3,380,000 | 480,000 | 920,000 | 1,340,000 | 650,000 |

| | | Not Seasonally Adjusted | | | | |
|---|---|---|---|---|---|---|
| | | United States | Northeast | North Central | South | West |
| **1979** | Apr | 333,000 | 43,000 | 96,000 | 129,000 | 64,000 |
| | May | 371,000 | 49,000 | 109,000 | 144,000 | 68,000 |
| | Jun | 344,000 | 50,000 | 102,000 | 130,000 | 63,000 |
| | Jul | 343,000 | 49,000 | 104,000 | 130,000 | 61,000 |
| | Aug | 377,000 | 52,000 | 106,000 | 146,000 | 72,000 |
| | Sep | 314,000 | 46,000 | 83,000 | 118,000 | 66,000 |
| | Oct | 329,000 | 46,000 | 96,000 | 122,000 | 65,000 |
| | Nov | 255,000 | 38,000 | 65,000 | 107,000 | 44,000 |
| | Dec | 197,000 | 26,000 | 53,000 | 81,000 | 36,000 |
| **1980** | Jan | 209,000 | 26,000 | 55,000 | 85,000 | 43,000 |
| | Feb | 220,000 | 25,000 | 59,000 | 88,000 | 48,000 |
| | Mar | 243,000 | 29,000 | 68,000 | 99,000 | 47,000 |
| | Apr | 224,000 | 29,000 | 64,000 | 92,000 | 38,000 |
| | May | 219,000 | 29,000 | 59,000 | 89,000 | 41,000 |
| | Jun | 233,000 | 29,000 | 68,000 | 92,000 | 44,000 |
| | Jul | 275,000 | 35,000 | 78,000 | 111,000 | 50,000 |
| | Aug | 286,000 | 40,000 | 82,000 | 110,000 | 54,000 |
| | Sep | 293,000 | 44,000 | 80,000 | 111,000 | 58,000 |

Components may not agree with totals due to rounding

## DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES FOR THE UNITED STATES AND EACH REGION

**(Billions of Dollars)**

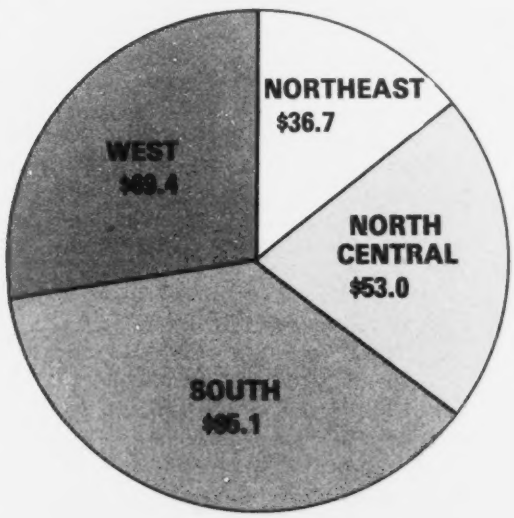
| Year | United States | Northeast | North Central | South | West |
|---|---|---|---|---|---|
| 1968 | $ 35.0 | $ 5.9 | $ 9.8 | $11.6 | $ 7.8 |
| 1969 | 37.8 | 6.4 | 10.7 | 12.6 | 8.2 |
| 1970 | 41.4 | 7.1 | 11.3 | 14.4 | 8.0 |
| 1971 | 56.5 | 9.5 | 14.2 | 20.4 | 11.6 |
| 1972 | 67.8 | 12.1 | 16.2 | 23.7 | 15.3 |
| 1973 | 76.8 | 13.5 | 18.9 | 28.1 | 15.8 |
| 1974 | 81.3 | 14.1 | 19.7 | 30.4 | 16.9 |
| 1975 | 95.6 | 16.4 | 22.7 | 34.9 | 21.7 |
| 1976 | 126.7 | 21.0 | 30.3 | 45.4 | 29.7 |
| 1977 | 169.9 | 23.6 | 44.6 | 56.4 | 44.4 |
| 1978 | 214.4 | 27.3 | 51.7 | 76.7 | 55.9 |
| 1979 | 237.6 | 31.9 | 54.2 | 84.2 | 64.4 |

Components may not agree with totals due to rounding.

## REGIONAL DOLLAR VOLUME

**SEPTEMBER**

**(BILLIONS OF DOLLARS)**




**UNITED STATES—$255.2 BILLION**

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# DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES FOR THE UNITED STATES AND EACH REGION

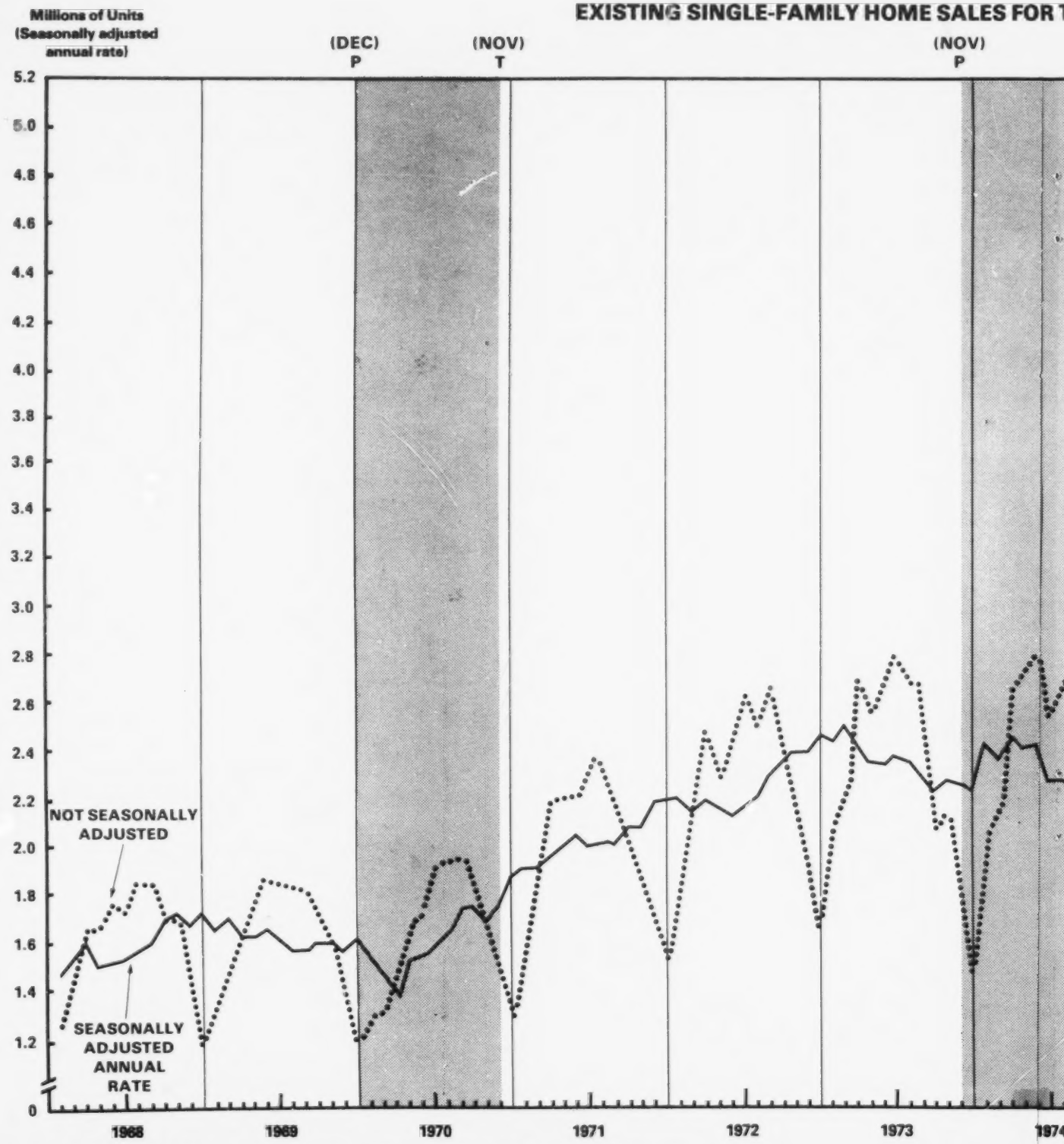
**Seasonally Adjusted Annual Rates in Billions of Dollars**

| | | United States | Northeast | North Central | South | West |
|---|---|---|---|---|---|---|
| **1979** | Apr | $233.8 | $31.7 | $52.9 | $84.8 | $63.1 |
| | May | 245.9 | 31.9 | 57.0 | 87.0 | 66.7 |
| | Jun | 239.3 | 32.2 | 55.8 | 82.4 | 63.4 |
| | Jul | 250.1 | 33.6 | 58.6 | 87.0 | 67.1 |
| | Aug | 251.3 | 32.9 | 56.3 | 89.5 | 71.8 |
| | Sep | 257.8 | 35.0 | 54.0 | 93.2 | 75.5 |
| | Oct | 252.3 | 33.1 | 57.7 | 86.9 | 73.0 |
| | Nov | 222.9 | 31.4 | 49.0 | 82.5 | 54.8 |
| | Dec | 218.4 | 28.4 | 49.8 | 79.4 | 59.0 |
| **1980** | Jan | $218.9 | $30.0 | $46.3 | $81.5 | $56.3 |
| | Feb | 207.5 | 24.6 | 43.3 | 78.9 | 58.9 |
| | Mar | 190.9 | 24.7 | 42.3 | 69.6 | 51.1 |
| | Apr | 170.9 | 23.9 | 36.5 | 67.0 | 40.3 |
| | May | 164.5 | 19.7 | 34.7 | 62.6 | 48.2 |
| | Jun | 183.8 | 20.9 | 39.7 | 68.6 | 53.8 |
| | Jul | 221.0 | 25.5 | 47.0 | 81.0 | 65.6 |
| | Aug | 230.9 | 29.9 | 50.5 | 83.3 | 66.1 |
| | Sep | 255.2 | 36.7 | 53.0 | 95.1 | 69.4 |

**Not Seasonally Adjusted in Billions of Dollars**

| | | United States | Northeast | North Central | South | West |
|---|---|---|---|---|---|---|
| **1979** | Apr | $ 20.8 | $ 2.6 | $ 4.9 | $ 7.5 | $ 5.5 |
| | May | 23.8 | 3.2 | 5.7 | 8.5 | 6.0 |
| | Jun | 22.7 | 3.4 | 5.4 | 7.8 | 5.7 |
| | Jul | 22.9 | 3.4 | 5.5 | 8.0 | 5.7 |
| | Aug | 25.0 | 3.5 | 5.6 | 8.9 | 6.7 |
| | Sep | 20.8 | 3.0 | 4.3 | 7.2 | 6.2 |
| | Oct | 21.5 | 2.9 | 5.0 | 7.3 | 6.1 |
| | Nov | 16.5 | 2.3 | 3.4 | 6.4 | 4.1 |
| | Dec | 12.8 | 1.6 | 2.8 | 4.9 | 3.3 |
| **1980** | Jan | $ 14.3 | $ 1.7 | $ 2.9 | $ 5.3 | $ 4.3 |
| | Feb | 15.3 | 1.7 | 3.2 | 5.6 | 5.0 |
| | Mar | 16.9 | 2.0 | 3.7 | 6.3 | 4.7 |
| | Apr | 15.8 | 2.0 | 3.5 | 6.1 | 3.7 |
| | May | 15.6 | 2.0 | 3.3 | 5.9 | 4.2 |
| | Jun | 17.3 | 2.1 | 3.9 | 6.4 | 4.7 |
| | Jul | 20.8 | 2.6 | 4.5 | 7.7 | 6.6 |
| | Aug | 21.8 | 3.1 | 4.8 | 7.8 | 5.9 |
| | Sep | 22.1 | 3.4 | 4.6 | 7.9 | 6.2 |

Components may not agree with totals due to rounding




Peak (P) of cycle indicates end of expansion and beginning of recession (shaded area).

Trough (T) of cycle indicates end of recession and beginning of expansion.

**HE UNITED STATES, MONTHLY, 1968-1980**

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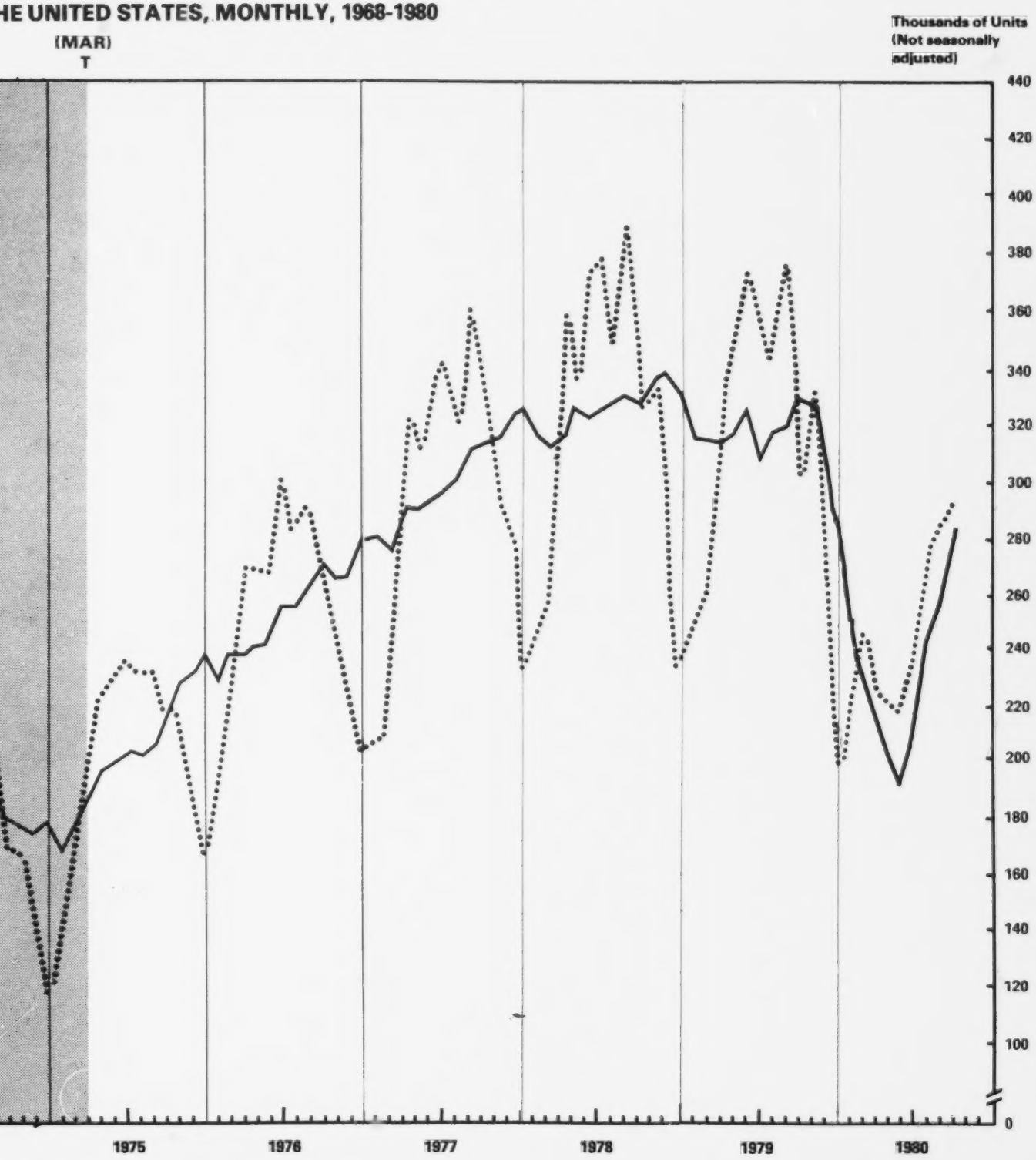
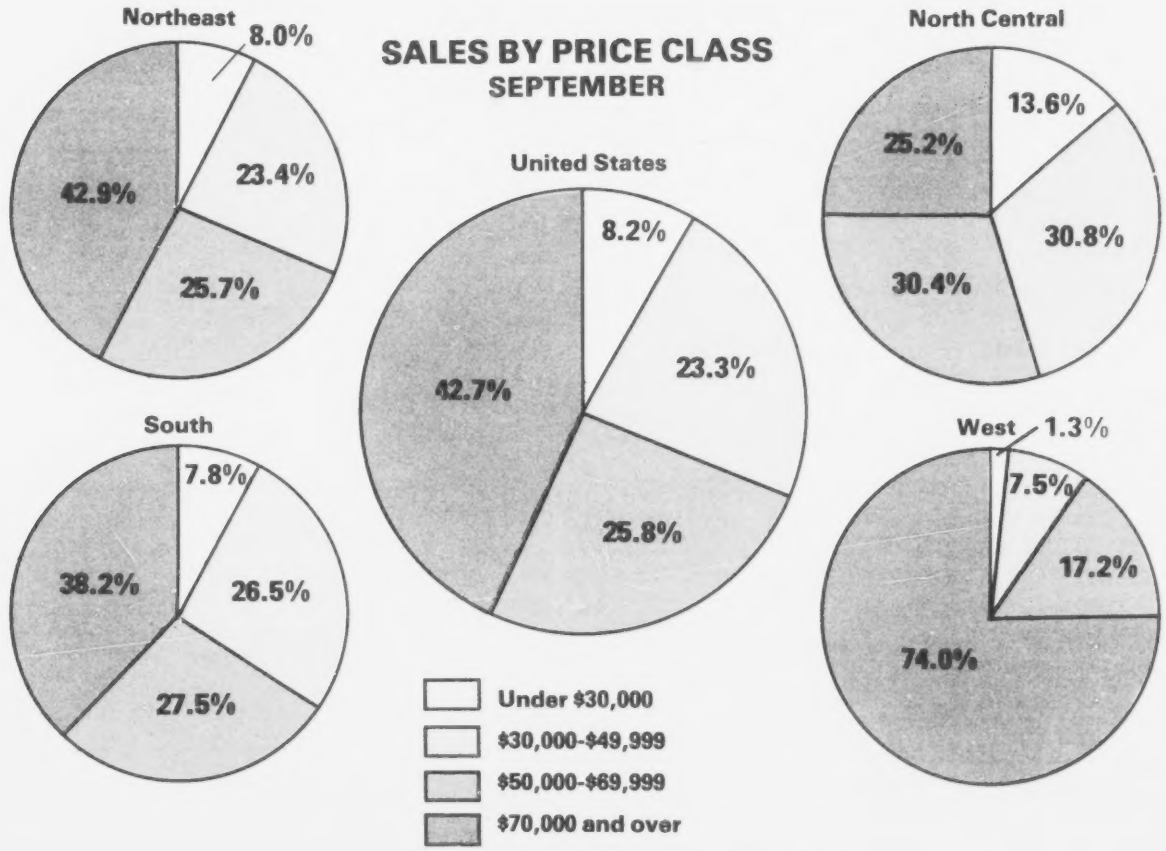


# SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES AND EACH REGION

**(Not Seasonally Adjusted)**

| Year | United States | | Northeast | | North Central | | South | | West | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Median | Average (Mean) | Median | Average (Mean) | Median | Average (Mean) | Median | Average (Mean) | Median | Average (Mean) |
| 1968 | $20,100 | $22,300 | $21,400 | $24,200 | $18,200 | $19,900 | $19,000 | $22,000 | $22,900 | $25,200 |
| 1969 | 21,800 | 23,700 | 23,700 | 26,600 | 19,000 | 21,100 | 20,300 | 23,500 | 23,900 | 26,700 |
| 1970 | 23,000 | 25,700 | 25,200 | 28,400 | 20,100 | 22,600 | 22,200 | 25,300 | 24,300 | 27,400 |
| 1971 | 24,800 | 28,000 | 27,100 | 30,600 | 22,100 | 24,300 | 24,300 | 27,800 | 26,500 | 29,700 |
| 1972 | 26,700 | 30,100 | 29,800 | 33,600 | 23,900 | 25,700 | 26,400 | 30,100 | 28,400 | 32,300 |
| 1973 | 28,900 | 32,900 | 32,800 | 36,800 | 25,300 | 28,100 | 29,000 | 33,200 | 31,000 | 35,400 |
| 1974 | 32,000 | 35,800 | 35,800 | 39,700 | 27,700 | 30,600 | 32,300 | 36,200 | 34,800 | 39,000 |
| 1975 | 35,300 | 39,000 | 39,300 | 43,600 | 30,100 | 33,100 | 34,800 | 38,800 | 39,600 | 44,100 |
| 1976 | 38,100 | 42,200 | 41,800 | 45,900 | 32,900 | 35,900 | 36,500 | 40,900 | 46,100 | 50,300 |
| 1977 | 42,900 | 47,900 | 44,400 | 49,100 | 36,700 | 40,200 | 39,800 | 45,000 | 57,300 | 63,200 |
| 1978 | 48,700 | 55,500 | 47,900 | 55,200 | 42,200 | 45,700 | 45,100 | 51,300 | 66,700 | 75,500 |
| 1979 | 55,700 | 64,200 | 53,600 | 63,300 | 47,800 | 51,600 | 51,300 | 59,000 | 77,400 | 89,400 |
| **1979** | | | | | | | | | | |
| Apr | $54,700 | $62,500 | $51,100 | $61,000 | $47,500 | $51,400 | $50,100 | $58,100 | $75,700 | $86,500 |
| May | 55,900 | 64,200 | 55,500 | 65,200 | 48,500 | 52,300 | 50,800 | 58,800 | 76,700 | 87,800 |
| Jun | 56,800 | 66,100 | 57,300 | 67,100 | 48,500 | 52,600 | 51,800 | 59,700 | 78,700 | 90,500 |
| Jul | 57,900 | 66,700 | 58,700 | 68,500 | 48,800 | 52,800 | 53,600 | 61,300 | 80,000 | 93,200 |
| Aug | 57,700 | 66,300 | 56,800 | 67,100 | 48,800 | 52,600 | 53,400 | 61,300 | 80,600 | 93,200 |
| Sep | 57,300 | 66,100 | 55,400 | 64,800 | 48,700 | 52,400 | 53,200 | 60,900 | 80,200 | 93,200 |
| Oct | 56,300 | 65,200 | 52,000 | 62,400 | 48,200 | 52,000 | 52,300 | 59,900 | 81,300 | 93,600 |
| Nov | 55,600 | 64,600 | 51,700 | 60,300 | 47,500 | 51,600 | 52,200 | 59,800 | 80,300 | 92,900 |
| Dec | 56,500 | 65,200 | 51,400 | 61,700 | 48,700 | 53,000 | 52,800 | 60,600 | 79,600 | 92,200 |
| **1980** | | | | | | | | | | |
| Jan | $57,900 | $68,200 | $54,700 | $65,300 | $48,500 | $52,600 | $53,900 | $62,700 | $85,200 | $100,500 |
| Feb | 59,000 | 69,400 | 55,400 | 66,600 | 49,900 | 53,500 | 54,600 | 63,100 | 88,800 | 103,300 |
| Mar | 59,500 | 69,400 | 58,400 | 68,500 | 50,500 | 54,200 | 54,700 | 63,300 | 86,200 | 100,100 |
| Apr | 60,400 | 70,600 | 60,300 | 70,300 | 51,200 | 55,300 | 57,100 | 66,300 | 83,800 | 98,300 |
| May | 61,200 | 71,200 | 58,000 | 67,800 | 51,400 | 55,900 | 57,900 | 66,600 | 87,000 | 102,600 |
| Jun | 63,400 | 74,100 | 61,000 | 71,900 | 52,700 | 56,700 | 59,900 | 69,300 | 91,800 | 107,600 |
| Jul | 64,100 | 75,700 | 61,700 | 72,900 | 53,300 | 58,000 | 60,200 | 69,200 | 96,300 | 113,100 |
| Aug | 64,900 | 76,200 | 65,200 | 76,600 | 53,700 | 58,000 | 61,400 | 71,200 | 93,600 | 108,400 |
| Sep | 64,200 | 75,500 | 64,600 | 76,400 | 53,400 | 57,600 | 60,600 | 71,000 | 91,600 | 106,700 |




## SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS

(Percentage Distribution)

| Price Class | Sep 1976 | Sep 1977 | Sep 1978 | Sep 1979 | Sep 1980 |
|---|---|---|---|---|---|
| $19,999 or under | 10.0 | 7.1 | 4.8 | 3.6 | 2.8 |
| $20,000-$29,999 | 20.5 | 16.5 | 11.2 | 8.0 | 5.4 |
| $30,000-$39,999 | 22.5 | 19.8 | 16.8 | 13.5 | 10.1 |
| $40,000-$49,999 | 17.9 | 17.3 | 16.9 | 14.7 | 13.2 |
| $50,000-$59,999 | 11.4 | 13.6 | 14.1 | 13.8 | 13.3 |
| $60,000-$69,999 | 7.1 | 9.3 | 11.8 | 12.5 | 12.5 |
| $70,000-$79,999 | 4.1 | 5.7 | 7.5 | 9.4 | 10.0 |
| $80,000-$89,999 | 2.4 | 3.8 | 5.1 | 6.7 | 7.7 |
| $90,000-$99,999 | 4.1 | 6.9 | 3.3 | 4.5 | 5.4 |
| $100,000-$119,999 | | | 3.3 | 4.6 | 6.5 |
| $120,000-$159,999 | | | 11.8 3.0 | 17.8 5.3 | 25.0 7.4 |
| $160,000-$199,999 | | | 1.2 | 1.8 | 2.9 |
| $200,000-$249,999 | | | 0.6 | 0.9 | 1.5 |
| $250,000 and over | | | 0.4 | 0.7 | 1.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| Median Price | $38,700 | $43,800 | $50,200 | $57,300 | $64,200 |

BEST AVAILABLE COPY

***NORTHEAST REGION***

## SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE NORTHEAST REGION BY PRICE CLASS

**(Percentage Distribution)**

| Price Class | Sep 1976 | Sep 1977 | Sep 1978 | Sep 1979 | Sep 1980 |
|---|---|---|---|---|---|
| $19,999 or under | 6.2 | 6.1 | 4.1 | 3.3 | 2.9 |
| $20,000-$29,999 | 16.8 | 14.8 | 9.4 | 8.3 | 5.1 |
| $30,000-$39,999 | 21.3 | 19.1 | 17.3 | 16.1 | 10.6 |
| $40,000-$49,999 | 18.5 | 18.5 | 18.0 | 15.1 | 12.8 |
| $50,000-$59,999 | 13.5 | 13.7 | 15.3 | 13.6 | 12.5 |
| $60,000-$69,999 | 9.3 | 9.4 | 11.5 | 11.8 | 13.2 |
| $70,000-$79,999 | 4.9 | 5.9 | 7.4 | 9.1 | 10.3 |
| $80,000-$89,999 | 3.5 | 4.8 | 5.0 | 6.0 | 7.7 |
| $90,000-$99,999 | 6.0 | 7.7 | 3.2 | 3.5 | 4.3 |
| $100,000-$119,999 | | | 3.1 | 4.0 | 6.3 |
| $120,000-$159,999 | | | 12.0 3.5 | 16.7 5.8 | 24.9 8.1 |
| $160,000-$199,999 | | | 1.3 | 2.1 | 3.4 |
| $200,000-$249,999 | | | 0.6 | 0.7 | 1.3 |
| $250,000 and over | | | 0.3 | 0.6 | 1.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| Median Price | $43,100 | $45,400 | $50,800 | $55,400 | $64,600 |

***NORTH CENTRAL REGION***

## SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE NORTH CENTRAL REGION BY PRICE CLASS

**(Percentage Distribution)**

| Price Class | Sep 1976 | Sep 1977 | Sep 1978 | Sep 1979 | Sep 1980 |
|---|---|---|---|---|---|
| $19,999 or under | 14.5 | 10.3 | 7.3 | 6.4 | 5.0 |
| $20,000-$29,999 | 26.7 | 21.9 | 15.2 | 11.7 | 8.6 |
| $30,000-$39,999 | 25.9 | 23.6 | 20.7 | 16.6 | 13.9 |
| $40,000-$49,999 | 15.6 | 19.0 | 18.5 | 17.6 | 16.9 |
| $50,000-$59,999 | 8.5 | 11.1 | 14.8 | 16.0 | 16.3 |
| $60,000-$69,999 | 4.3 | 6.3 | 9.7 | 12.4 | 14.1 |
| $70,000-$79,999 | 2.0 | 3.5 | 5.5 | 7.3 | 9.2 |
| $80,000-$89,999 | 1.1 | 1.9 | 3.4 | 4.3 | 5.7 |
| $90,000-$99,999 | 1.4 | 2.4 | 2.3 | 3.0 | 3.7 |
| $100,000-$119,999 | | | 1.2 | 2.2 | 2.9 |
| $120,000-$159,999 | | | 4.9 0.9 | 7.7 1.8 | 10.3 2.5 |
| $160,000-$199,999 | | | 0.3 | 0.5 | 0.8 |
| $200,000-$249,999 | | | 0.1 | 0.1 | 0.2 |
| $250,000 and over | | | 0.1 | 0.1 | 0.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| Median Price | $33,400 | $37,500 | $43,700 | $48,700 | $53,400 |

***SOUTHERN REGION***

## SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE SOUTHERN REGION BY PRICE CLASS

**(Percentage Distribution)**

| Price Class | Sep 1976 | Sep 1977 | Sep 1978 | Sep 1979 | Sep 1980 |
|---|---|---|---|---|---|
| $19,999 or under | 12.7 | 8.4 | 5.5 | 3.4 | 2.2 |
| $20,000-$29,999 | 23.5 | 19.7 | 14.5 | 9.1 | 5.6 |
| $30,000-$39,999 | 21.9 | 22.0 | 19.5 | 16.1 | 11.6 |
| $40,000-$49,999 | 16.5 | 17.2 | 18.6 | 16.5 | 14.9 |
| $50,000-$59,999 | 9.7 | 13.8 | 13.3 | 14.9 | 14.6 |
| $60,000-$69,999 | 6.3 | 7.9 | 9.8 | 12.2 | 12.9 |
| $70,000-$79,999 | 4.2 | 4.2 | 5.9 | 8.2 | 10.0 |
| $80,000-$89,999 | 2.0 | 2.6 | 4.2 | 5.8 | 7.2 |
| $90,000-$99,999 | 3.2 | 4.2 | 2.4 | 3.6 | 4.9 |
| $100,000-$119,999 | | | 2.7 | 3.8 | 5.7 |
| $120,000-$159,999 | | | 8.7 2.3 | 13.8 4.1 | 21.0 6.2 |
| $160,000-$199,999 | | | 0.8 | 1.4 | 2.1 |
| $200,000-$249,999 | | | 0.3 | 0.5 | 1.1 |
| $250,000 and over | | | 0.2 | 0.4 | 1.0 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| Median Price | $36,200 | $40,000 | $45,700 | $53,200 | $60,600 |

***WESTERN REGION***

## SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE WESTERN REGION BY PRICE CLASS

**(Percentage Distribution)**

| Price Class | Sep 1976 | Sep 1977 | Sep 1978 | Sep 1979 | Sep 1980 |
|---|---|---|---|---|---|
| $19,999 or under | 2.4 | 1.4 | 0.9 | 0.5 | 0.5 |
| $20,000-$29,999 | 10.0 | 5.5 | 2.0 | 1.0 | 0.8 |
| $30,000-$39,999 | 19.6 | 11.6 | 6.6 | 3.2 | 1.9 |
| $40,000-$49,999 | 23.0 | 14.1 | 10.8 | 7.8 | 5.6 |
| $50,000-$59,999 | 16.2 | 16.5 | 13.6 | 9.3 | 7.7 |
| $60,000-$69,999 | 10.4 | 15.5 | 18.2 | 13.5 | 9.5 |
| $70,000-$79,999 | 6.5 | 10.8 | 12.9 | 14.5 | 11.0 |
| $80,000-$89,999 | 4.1 | 7.6 | 9.1 | 12.0 | 11.5 |
| $90,000-$99,999 | 7.8 | 17.0 | 6.4 | 8.5 | 9.5 |
| $100,000-$119,999 | | | 7.0 | 9.5 | 12.8 |
| $120,000-$159,999 | | | 25.9 7.0 | 38.2 11.4 | 51.5 15.2 |
| $160,000-$199,999 | | | 2.8 | 4.3 | 6.7 |
| $200,000-$249,999 | | | 1.6 | 2.6 | 4.0 |
| $250,000 and over | | | 1.1 | 1.9 | 3.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |
| Median Price | $47,800 | $60,500 | $68,900 | $80,200 | $91,600 |

## SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES AND EACH REGION BY NUMBER OF BEDROOMS SEPTEMBER 1980

**(Percentage Distribution)**

| Number of Bedrooms | United States | Northeast | North Central | South | West |
|---|---|---|---|---|---|
| 2 Bedrooms or less | 19.8 | 13.0 | 22.8 | 17.9 | 21.6 |
| 3 Bedrooms | 54.2 | 48.3 | 56.0 | 57.0 | 50.5 |
| 4 Bedrooms or more | 26.0 | 38.7 | 21.2 | 25.1 | 27.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

## MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY NUMBER OF BEDROOMS

| Number of Bedrooms | Sep 1976 | Sep 1977 | Sep 1978 | Sep 1979 | Sep 1980 |
|---|---|---|---|---|---|
| 2 Bedrooms or less | $28,500 | $32,100 | $37,400 | $41,500 | $47,900 |
| 3 Bedrooms | $38,300 | $42,300 | $49,300 | $56,400 | $63,200 |
| 4 Bedrooms or more | $53,400 | $59,400 | $69,900 | $80,100 | $90,300 |
| All Homes | $38,700 | $43,800 | $50,200 | $57,300 | $64,200 |

# REGIONS OF THE UNITED STATES

Region I - Northeast
Region II - North Central
Region III - South
Region IV - West